

Message Text

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ACTION AF-18

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R 311345Z OCT 73

FM AMEMBASSY TANANARIVE

TO SECSTATE WASHDC 5740

AMCONGEN JOHANNESBURG

UNCLAS TANANARIVE 1492

E.O. 11652: N/A

TAGS: ETRD, OEXC, MA, US (ANDRIAMAHAZO, GILLES--RATSIMBA,
ETIENNE)

SUBJ: GENERAL ANDRIAMAHAZO VISIT TO US

REF: A. TANANARIVE 1481 (NOTAL) B. TANANARIVE 1205 (NOTAL)

1. AS INDICATED REF A., DIRECTOR GENERAL MINISTRY TERRITORIAL DEVELOPMENT ETIENNE RATSIMBA WILL BE MEMBER OF GENERAL ANDRIAMAHAZO'S GROUP VISITING U.S. STARTING NOV. 10. DURING STAY IN WASHINGTON RATSIMBA WOULD LIKE TO MEET WITH REPRESENTATIVES OF CATERPILLAR TRACTOR CO. AND ALLIS-CHALMERS INTERNATIONAL TO DISCUSS POSSIBLE PURCHASES OF CONSTRUCTION EQUIPMENT FOR NEW GOVERNMENT-OWNED CONSTRUCTION ORGANIZATION WHICH MINISTRY TERRITORIAL DEVELOPMENT IN PROCESSING OF SETTING UP. DESCRIPTION OF ORGANIZATION AND ITS INITIAL EQUIPMENT REQUIREMENTS WERE OUTLINED IN REF B.

2. REQUEST DEPARTMENT NOTIFY WASHINGTON OFFICES OF ALLIS-CHALMERS AND CATERPILLAR OF RATSIMBA'S INTEREST IN MEETING WITH THEM AND ATTEMPT TO COORDINATE MEETINGS WITH MALAGASY EMBASSY.

3. MINISTRY TERRITORIAL DEVELOPMENT HAS ALREADY RECEIVED EQUIPMENT PRICE QUOTATIONS FROM CATERPILLAR'S LOCAL AGENT,
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HENRI FRAISE FILS & CIE. MINISTRY HAS ALSO HAD

DISCUSSIONS WITH JACK JOHNSON, ALLIS-CHALMERS DISTRICT
MANAGER, RESIDENT JOHANNESBURG AND LATTER HAS PROMISED TO
PROVIDE PRICE QUOTATIONS THROUGH LOCAL FIAT AGENT, SERIC.
BECAUSE OF FORTHCOMING MERGER FIAT AND ALLIS-CHALMERS,
SERIC HAS BECOME AGENT FOR ALLIS-CHALMERS WITHIN PAST MONTH.
MBASSY IS NOTIFYING FRAISE AND SERIC OF RATS MBA'S INTEREST
IN DISCUSSIONS IN WASHINGTON.

4. GEN. ANDRIAMAHAZO EMPHASIZED TO AMBASSADOR THAT HIS
MINISTRY PARTICULARLY INTERESTED IN OBTAINING CONSTRUCTION
EQUIPMENT FROM FIRM WHICH CAN PROVIDE GOOD SERVICE AND SPARE
PARTS FACILITIES. REQUEST DEPARTMENT SUGGEST TO FIRMS
INVOLVED THAT THIS ASPECT BE HIGHLIGHTED IN THEIR PRESENTATIONS
TO RATSIMBA. FYI: FRAISE PRESENTLY PROVIDES REASONABLY GOOD
SERVICE FOR CATERPILLAR EQUIPMENT BUT ALLIS-CHALMERS,
WHICH HAS NOT PREVIOUSLY BEEN REPRESENTED HERE, WOULD HAVE
TO DEVELOP SUCH FACILITIES LOCALLY.

FOR JOHANNESBURG:PLEASE PASS ON SUBSTANCE THIS MESSAGE TO FRANK
JOHNSON OF ALLIS-CHALMERS.
MENDENHALL

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